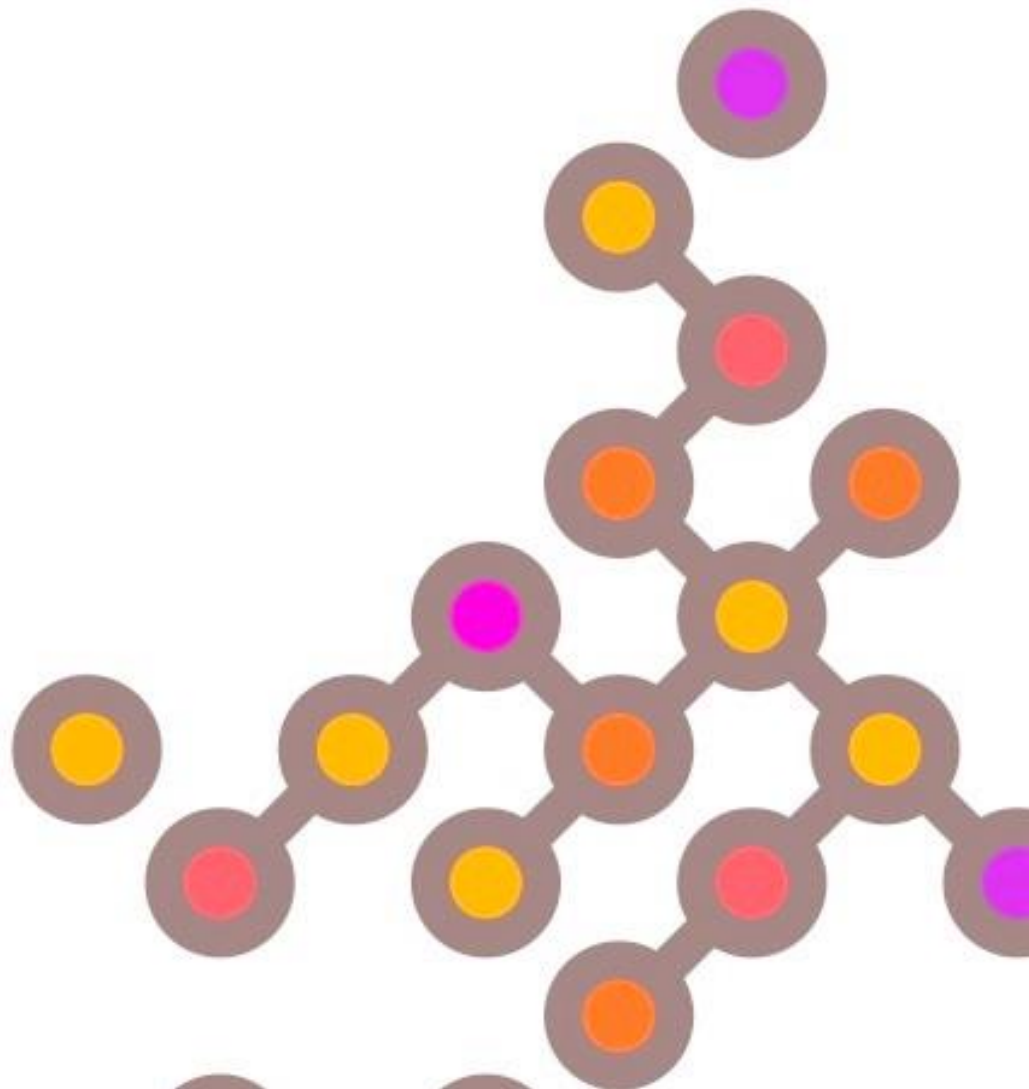




Annual Impact Report

Fiscal Year 2015
July 1, 2014 to June 30, 2015



Ventures is formerly known as
Washington CASH
(Community Alliance for Self-Help)

On Building and Changing...

Beto Yarce, Executive Director

“In this year that marks 20 years of service in the Puget Sound region, and in my first full year as Executive Director, we have worked hard to reengage with the people who have helped build Ventures along the way—including founder, Peter Rose; many vital donors and partners; and client-alum who have built successful Seattle-based small businesses and are ready to give back. One of our most important core values as an organization is *community*. My mission as the leader of Ventures is to make sure we embrace a spirit of community in everything that we do.”



Jeremy Jensen, President of the Board of Directors

“The Board’s role right now is to make sure all of the building blocks are in place for the team to continue delivering high-quality services for low-income entrepreneurs. We were pleased to appoint Beto to the permanent role of Executive Director in 2014, and are proud of his seven years of experience working with our clients, and his successful journey from immigrant to the owner of a vibrant Seattle-based small business. The Board has held the team to high standards this year as we’ve transitioned, rebuilt, and celebrated.”



Brittany Kirk, Associate Director

“Our current leadership structure is emblematic of Ventures’ innovative spirit; after a few transitional years, the Board determined that the complexities of Ventures—we are a nonprofit, a lender, and a retail store—are best managed by a collaboration of leaders: an Executive and Associate Director. This new division of labor has allowed us to create a more well-rounded financial strategy and become better stewards of our funds.”



Juan Lopez, Vice President of the Board of Directors

“It is very inspiring to see stories of our hard-working, ambitious clients and the successful small businesses they build. Our Board of Directors strives to create a long-lasting impact and enable our clients gain self-sufficiency through small business ownership.

Our rebrand into Ventures, for example, was carefully thought out to ensure our name reflects what our organization is all about and attract our communities to support the life-changing work we do at Ventures.”



Happy 20th Anniversary Ventures!

Over the past 20 years, Washington Community Alliance for Self Help (CASH) impacted over 6,000 entrepreneurs and their families in the Puget Sound region with life-changing small business development services. As we celebrated our 20 year anniversary in 2015, we were pleased to announce a new name and brand that better represents our mission and values: Ventures!

In the last two decades, we have moved beyond our roots as a lending institution and expanded to a comprehensive training-led microenterprise development organization. Our new name better communicates the breadth of training, resources and support available to our clients. Ventures also gave us room for continued growth so that we can increase awareness of our work and attract new clients, volunteers, and supporters.



We launched our new name and brand at our 20th Anniversary Marketplace event in May of 2015 in front of 100+ donors, funders, sponsor, volunteers, clients, staff, board, and partners. This diverse community of supporters makes it possible for us to deliver high quality programming for over 800 low-income entrepreneurs each year. Our new brand “connects the dots” between our diverse community and all of the partners who help make us strong, as well as the network of small businesses across the Puget Sound region who have benefited from our services.



The mission of Ventures is to empower individuals with limited resources and unlimited potential to improve their lives through small business ownership.

Ventures was honored to be the recipient of a \$730,557 grant in 2014 from the U.S. Community Economic Development (CED) program to launch an innovative food business incubator.

The food business incubator's main feature is a food truck, *Word of Mouth*, in which aspiring small business owners rent space to test out their recipes and business models while earning a revenue on sales and building a customer base. Funding also allows Ventures to contract with commercial kitchens throughout the Seattle area to provide affordable prep space for catering companies and farmers' market businesses; and to sell packaged food products at our retail store.

Ventures worked with Seattle-based design firm, **Creature**, to develop branding and collateral for *Word of Mouth*; partnered with **Whole Foods** to design an invitation for the launch event; and welcomed **SBA's Seattle District** Director, Nancy Porzio at a ribbon-cutting ceremony in July. Since then, food-entrepreneurs have been testing out the truck at locations such as the Seattle Waterfront, Nectar nightclub, and Bumbershoot.

GRAND
OPENING!

WORD OF



Follow Us!



@VenturesWordofMouth



@VenturesNP



Ventures Nonprofit



Business Training and Technical Assistance

Our cornerstone eight-week Business Training (BDT) graduated 224 eager entrepreneurs this year through ten courses in English or Spanish. We also provided eight advanced training courses in sales, operations, and marketing; 12 advanced workshops on a range of specific business topics; and over 500 hours of custom consulting for our client-entrepreneurs.

Partnerships drive success in our Training Department. We strive to understand what our clients and communities need most and collaborate with mission driven partners to provide hands on, accessible, and dynamic training programs. This year key partnerships included the Cities of Kent, Renton, and Seattle; Pike Place Market; and Wayfind.

Financial Products and Services

Access to capital paired with financial education provides value for our clients in moving their businesses forward. Through innovative products like our credit building loan, high touch financial management class, and matched savings accounts, we offer inclusive financial services that are customized to clients' business needs and help entrepreneurs grow their business assets at Ventures.

This year Ventures lent \$48,869 with an average loan size of \$2,221. Our Peer Loan product relies on social collateral (group collaboration and support) to help maintain strong repayment rates (99.3% in 2015!). Our Asset Plus Loan is paired with coaching and credit counseling to improve credit scores. Shelley Wright (pictured to left) received coaching and increased her credit score by over 75 points in five months.

Ventures also offers matched savings accounts that match \$2,000 of savings with a 2:1 match for a total of \$6,000 to invest in the business. Chantel Jackson, owner of Thyme Well Spent Catering, used a portion of her savings to obtain a permit and buy ingredients to vend out of the Word of Mouth Food Truck at the Tacoma Mobile Food Fest. This year 47 participants in the matched savings program saved \$69,350 towards their business.

Financial trainings complement Ventures' capital products. We delivered three rounds of our 16-session financial education class—covering personal and business financial management--this year for a total of 80 participants.

Incubation: Hands-On Learning

This was a big year for incubation! We were honored to receive federal funding in fall 2014 to launch a new food incubator consisting of 1) a food truck; 2) sub-market rate commercial kitchen space; and 3) access to retail markets for shelf-stable packaged food products. We launched *Word of Mouth*, our new food truck in summer 2015.

The food incubator is modeled after our successful retail store at Pike Place Market where over 100 client-entrepreneurs displayed and sold their products this year while generating revenue and receiving custom coaching.



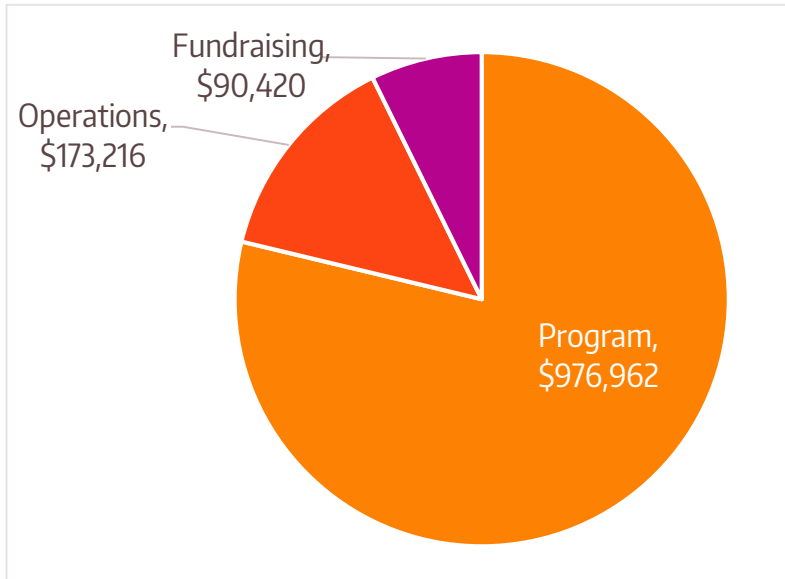


Sal Munoz-Amezquita, owner of Sal Floral Design



Rosie Rodriguez, owner of El Cuento Spanish Immersion Preschool

Financial Accomplishments



← Expenses

Actual: \$1,213,116

Budgeted: \$1,209,103

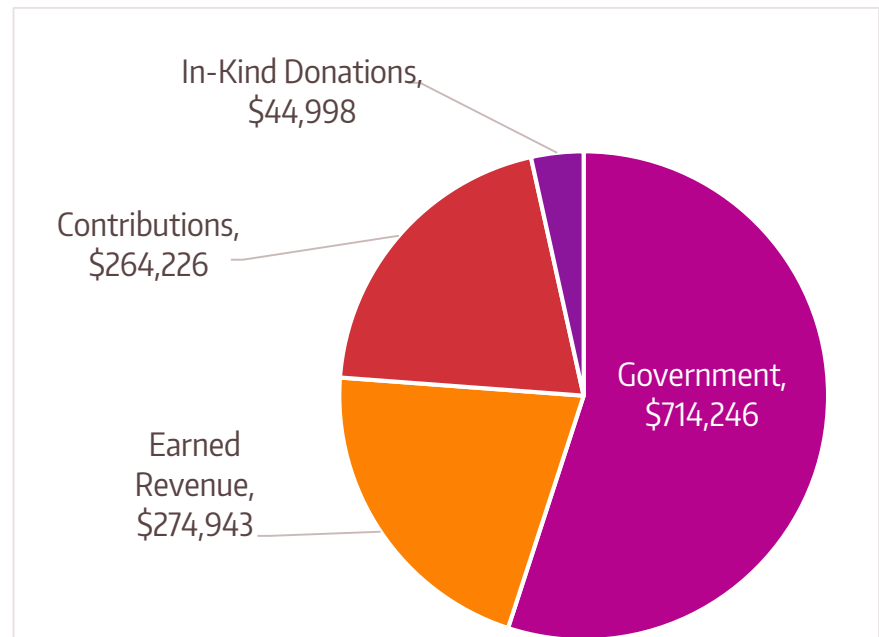
Variance: \$4,013

Revenue →

Actual: \$1,348,993

Budgeted: \$1,340,936

Variance: \$8,047



Net Change in Assets: \$113,395

Ventures budgeted and accomplished a surplus this year to help rebuild operating reserves and increase the organization's long-term sustainability.

The Ventures Team



Our Goals for 2016

In fiscal year 2016 (July 1, 2015 to June 30, 2016), Ventures will:

1. **Increase organizational sustainability;**
2. **Foster client success;**
3. **Establish public awareness and a positive reputation; and**
4. **Cultivate a satisfied and engaged staff.**

To see our progress towards these goals this year, follow us on Facebook, Twitter, LinkedIn, or Instagram; or visit our website to join our mailing list! www.venturesnonprofit.org

Many Thanks to...

Our Dedicated Staff

Anjali Englund	Beto Yarce	Brittany Kirk	Carolina Montibelli	Christie Dahlin
Domenica Clark	Dorinda Skains	Dulce Roa	Ellen Brown	Ellie Maybee
Harpreet Gill	Holly Smith	James Dunn	Jen Chantrill	Jennifer Crandall
Julie Workman	Kathleen Metzger	Kellie Kinzel	Laura Fletcher	Laura Gomez
Lorraine Brandes	Mai Kohring	Megan McDonald	Monica Turner	Natasha El Sergany
Pauline Cooper	Rebecca Michael	Sarah Grey	Stacia Lee	Stephen Showalter
Tammy James	Trudy Parman			

Our Board of Directors

Brooks Einstein	Chris Rooks	Dave De Bruyn	David Goldberg	Genevieve Priebe
Jeremy Jensen	Juan Lopez	Justin Teruya	Katheryn Frierson	Melissa Forziat
Nick DeVaney	Rick Clyne	Veronica Bronkeman	Sian Newman	Paul Neutz

Our Generous Financial Supporters

(Those listed contributed \$500 or more to our mission this year)

Aaron Richmond	Anjali Englund	Bank of America	Bank of the West
Bavan Holloway	Beto Yarce	Boeing	Bruce & Terri Butler
Carol Pencke & Mary Laumer	City of Kent	City of Renton	City of Seattle
Cornerstone Financial	Creature	Daphna & Michael Robon	Dave Spicer
David De Bruyn	David Goldberg	Duncan Haas	David Pugh
E.B. Schneider Found.	Evergreen Business Capital	Fernando & Rocio Alarcon	First Security Bank
Geary Britton-Simmons	Harrington-Schiff Foundation	Harvest Foundation	John Derocco
Juan Lopez & Margot Linde	Justin & Carly Teruya	Katheryn & Patrick Frierson	Kirkpatrick Family Found.
Kristin Kennell	Lockwood Foundation	Marcia & Peter Sill	Mark & Rae Lembersky
Massena Foundation	Medina Foundation	Michael Hoyt	Nicholas DeVaney
Norman Raab Foundation	Northwest Area Foundation	OneFamily Foundation	Opus Comm. Foundation
Peg and Rick Young Foundation	P.G. Allen Family Foundation	Plymouth Cong. Church	Puget Sound Grantwriters
RealNetworks Foundation	Riana Haslund	Rick Clyne	Sam & Natalie Rosenbalm
Sian Newman	Sharon Goldberg	Shaula Massena	United Way of Snohomish
Tricia & Steve Trainer	Tryg McInerny	U.S. DHHS AFI	U.S. DHHS CED
U.S. SBA	Union Bank	USBank	Vulcan
WA Dept Commerce	WA Dept Voc Rehab.	Wells Fargo Foundation	Wyncote Found.

Our Community Partners

American Financial Solutions	Casa Latina	Community Capital Dev.	Companis
Credit Builders' Alliance	El Centro de la Raza	Express Credit Union	Hacienda CDC
HopeLink	K&L Gates	NALCAB	Pike Place Market
RVCDF	Seattle Good Business Network	The Seattle Foundation	Washington Access Fund
Washington SEAP	Wayfind	Whole Foods	YMCA

To reach us, visit 2100 24th Ave S., Ste 380 or www.venturesnonprofit.org, email info@venturesnonprofit.org, or call 206-352-1945

Our Hard-Working Volunteers

Amelia Tediarjo
Becky House
Candi Nicholson
Cathy Wong
Claudia Hernandez
David De Bruyn
Dulce Roa
Erica Huffman
Genevieve Priebe
Henry Burton
Isabella Figueroa
Jeannette Twitty
Jin Xu
Juan D Lopez
Kathryn Jacoby
Keith McCullough
Larry Fontine
Marieli Cestari
Melissa Forziat
Michael Barbera
Nhi Voong
Palmira Figueroa
Peter Rose
Rebecca Michael
Robert Linder
Saki Shimizu
Shunosuke Akiba
Summer Mobilia
Veronica Bronkema
Yuki Maruyama

Andrea Sherrell
Brad Boettcher
Carmen Goers
Cecilia Rosales-Perez
Constanza Poncedeleon
David Goldberg
Elias Castro-Hernandez
Erika Zacarias
George Howe
Hsiao Yuan Wang
Ivan Rizo Viveros
Jennifer Martin
John Aronson
Julie Monahan
Kathy Nguyen
Ken King
Linda Fang
Maryann Ness
Melissa LaFayette
Min Kyung Seo
Nick DeVaney
Patrick McCarthy
Phil Smith
Richard Clyde
Ronan Walsh
Samuel Dahlin
Sian Newman
Takayuki Kuboniwa
Vi Dang
Yuko Takemoto

Anissa Gherbi
Brian Dooley
Carolina Lomuscio
Charlie Hughes
Craig Shubin
David Lee
Emanuella Lopes
Ernesto Apreza
Gerald Grinter
Hunter Hughes
Jamie Cignetti
Jennifer Tam
John DeRocco
Justin Teruya
Kathy Schlyer
Kevin Chandra
Lisa Owings
Masu Sasajima
Meng Khan Seah
Misty Watson
Niyada Taraka
Paul Thomas
Priyanka Balasubramanian
Richard Perez
Ronda Andrews
Sean Peck
Sonal Raitihatha
Tiffany (Wei-Lun) Chen
Victoria Santamarina
Yuma Kawada

Anna Lehn
Brian Leitzelar
Carolina Montibelli
Charmie Haria
Daniel Kaseberg
Deasoo Kim
Fadoum Sy
Gladys Coronado
Huong Le
Jason (Jay) Glass
Jeremy K Jensen
Jonathan Saunders
Karimah Knowles
Kazuto Onodera
Kyle Lee
Luis Poggi
Mehtar Tani
Mia Pickering
Nanae Nakayama
Njenga Kariuki
Peggy Sue Juergens
Rick Hawthorn
Rosario Carroll
Shingo Yamamura
Stan Jonasson
Tobyn Meyer
Wayfind
Yuzuka Okuma

Ariel Seah
Brooks Einstein
Casey M Anderson
Chris Rooks
Dave Spicer
Don DeWeese
Emily Vyhnaneck
Feben Gebremichael
Hardik Mehta
Ian Cox
Jason Brantley
Jie Yu Hung
Joshua Henderson
Katheryn Frierson
Keita Hiratsuka
Larissa Reza-Garcia
Madhu Sarkar
Mel Calvin
Miaoming He
Nao Kuramochi
Ono Hiroko
Peter Blackburn
Quentin Incao
Rippy Bhatia
Sachiko Imamura
Shuhei Yamaguchi
Stephen Showalter
Urmi Keniya
Wen Hui Wang
Zina Ackerman



ventures

Building businesses, changing lives